

## Message Text

UNCLASSIFIED

PAGE 01 STATE 054779  
ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/BIC/CAGNE/PBHALE:JR  
APPROVED BY EB/OCA/CD:WERAU  
STATE/EB/OCA/WRAU  
STATE/IRN/NEA/RBEALES  
NEA/RA:DMORRISON (INFO)

-----120733Z 006579 /14

R 112012Z MAR 77  
FM SECSTATE WASHDC  
TO AMEMBASSY TEHRAN

UNCLAS STATE 054779

E.O. 11652:N/A

TAGS: BEXP, IR

SUBJECT:TEHRAN INTERNATIONAL TRADE FAIR

REF: TEHRAN 2081

1. WHILE USDOC IS UNABLE TO COMMENT ON ALTERNATIVE SITES TO BUILDING 5A. WE FEEL WE SHOULD AGAIN COMMENT ON THE AMOUNT OF SPACE NEEDED FOR A 30 EXHIBITOR EVENT. BIC DESIGN GROUP ESTIMATES THAT 800 SQUARE METERS IS SUFFICIENT FOR MOST EVENTS OF THIS SIZE. WE WOULD ALLOW THAT PERHAPS A 1000 SQUARE METERS MIGHT BE NEEDED BECAUSE OF SPECIFICS OF ANY BUILDING. EVEN WITH A TEN PERCENT PENALTY, TOTAL RENT WOULD NOT EXCEED FOURTY THOUSAND DOLLARS RESULTING IN A TWENTY THOUSAND DOLLARS SAVINGS WHICH COULD BE USED FOR OTHER PURPOSES INCLUDING YOUR EIGHT THOUSAND DOLLARS CURRENT ESTIMATED DEFICIT.

2. REGRET USDOC UNABLE PROVIDE FREIGHT HANDLING SPECIALIST  
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AS REQUESTED REFTEL. MANAGEMENT STAFF SUPPORT MUST BE LIMITED TO EXHIBITION MANAGER ARRIVING APPROXIMATELY ONE MONTH PRIOR TO FAIR TO ORGANIZE EXHIBITION PLUS SECOND OFFICER JUST PRIOR TO SHOW TO ASSIST WITH FINAL SET-UP, SHOW OPERATION AND DISMANTLING.

3. SUGGEST EMBASSY MUST INSIST EXHIBITORS ASSUME RESPONSIBILITY

BILITY FOR IMPORT OF EXHIBIT GOODS THROUGH THEIR LOCAL AGENTS AND/OR BRANCH OFFICES. FAIR MANAGEMENT STAFF CAN ONLY ASSUME RESPONSIBILITY FOR EXHIBIT MATERIALS AFTER ARRIVAL AT FAIRGROUNDS AND CUSTOMS CLEARANCE. LIMITED REPEAT LIMITED AMOUNT OF EXHIBIT MATERIAL FROM NTM FIRMS COULD PERHAPS BE ASSISTED BY CONTRACT FREIGHT FORWARDER. EMBASSY/MANAGEMENT TEAM ASSUMPTION OF FREIGHT HANDLING AND CUSTOM CLEARANCE ROLE BEYOND THAT OUTLINED ABOVE RAISES FAIR COST BOTH FOR USDOC TRAVEL ACCOUNT, MANPOWER AVAILABILITY AND FREIGHT FORWARDER CONTRACT TO LEVEL NOT VIABLE BASED ON AVAILABLE RESOURCES.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
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**Disposition Approved on Date:**  
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**Disposition Comment:**  
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**Drafter:** JR  
**Enclosure:** n/a  
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**Original Handling Restrictions:** n/a  
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**Review Release Event:** n/a  
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**Subject:** TEHRAN INTERNATIONAL TRADE FAIR  
**TAGS:** BEXP, IR  
**To:** TEHRAN  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
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